

BUSINESS INTEGRATION PROGRAM

(TC-95-03-32-8-PR)

EXECUTIVE SUMMARY

EXECUTING AGENCY: Unión Industrial Paraguaya [Paraguayan Industrial Union] (UIP)

OBJECTIVES: The main objective of the program is to help build business links between small and large companies and promote the use of clean technologies. The program has two technical components for the direct support of small businesses, which will be strengthened individually or collectively through specialized training in productivity enhancement, technological development, loss minimization techniques, and strategic and marketing alliances; it also provides for institutional support to the UIP and the Bolsa de Subcontratación [Subcontracting Exchange] (SE) of Paraguay in terms of technical-managerial infrastructure for program execution.

BENEFITS: The business performance and competitive position of beneficiary companies are expected to improve. The program will help organize associations, strengthen the chain of production, promote inter-firm assistance, and encourage the use of clean technologies. It will also help strengthen the UIP and ES as tools to promote effective business integration and a cleaner environment.

FINANCING: Modality: grant (Window III) (US\$)

		Local
		<u>MIF</u> <u>counterpart</u>
Business support:	780	320
UIP and SE support:	<u>420</u>	<u>200</u>
Total:	1,200	520

SPECIAL CONTRACTUAL CONDITIONS: As a condition precedent to the first disbursement an agreement must be reached on the selection and hire of the program manager (paragraph 3.8). The agreement must provide assurances of proper programming and monitoring, the application of Bank policies for the procurement of goods and consulting services, the presentation of audited financial statements, and the evaluation of the program.

EXCEPTIONS TO BANK POLICY None

